

Want Ads.  
Agriculture,  
Commerce

THE TIMES FOUNDED 1884.  
THE DISPATCH FOUNDED 1880.

# REAL ESTATE AND BUILDING NEWS

Business Looking Up as  
Summer Days Grow  
Few Hours Shorter.

SOME GOOD SALES;  
SPECULATORS WAIT

Bankers Expected to Loosen Up  
When the Frost Begins to Shine  
on the Hilltops—Rental  
Agents Busy—Some  
Views of an Au-  
gust Renter.

The sales of real estate within the city limits during the past week amounted to a little over \$100,000. The sales in the suburbs and near unto the suburbs amounted to quite as much. And yet there are agents and the friends of agents who solemnly swear that business is mighty dull, and they are quite right.

Half of the agents, or the moving spirits of half of the agencies, are taking a summer vacation. Some of them are in the mountains, some with their raptures on the sea-shore, some with good old hard horse sense are in the backwoods, and it may be that a few are on the high deep looking for a foreign shore on which to bury their troubles, or a sea wave upon which to sing the song of their past successes and their optimistic views of the future.

Sticking to the Job.  
And then there are some of the agents or parts of the agencies who are staying right here in Richmond and trying to sweat the whole thing out. Those who are kept here are not doing very much in the selling line, but I am told that they are being kept not a little busy in the renting line. This renting business is a little peculiar. Beginning with the month of June, the renting business becomes very active, that is to say, there are all kinds of inquiry for homes and tenements and flats and the like of that. Then again, the inquirers have a kind of idea that by waiting a while they may make better bargains. Maybe they can and maybe they can't, but the fact remains that along about the middle of August such of them as have not made their arrangements for apartments, flats, houses or what not, have to get a little busy, and it is this kind of business that has kept the rental agents hustling during the past week.

One of these fellows told me yesterday that since the first day of the week he had closed up forty-seven rental contracts, at least forty of which might have been closed up forty days ago, and were closed up last week on the same terms offered forty days ago, but the would-be renters preferred to wait and take the chances with the hope of finding better terms.

On the other hand, a renter assured me that he had gained at least a 10 per cent reduction by holding off. He was a fellow, however, who had but little furniture to move, and the moving proposition cut very little figure with him. Nevertheless, he had his rental lecture ready, and here is what he said: "The rental agents are in the habit of stuffing you with a whole lot of talk about the scarcity of houses; that is, they talk to you that way early in the rental season, and then try to make you think and make you impress other people with the idea that there are mighty few residences to be rented. The truth is that the renter who waits a while gets a bargain. If you don't believe me just you look at the rent signs all over in the West End and all over Church Hill. Of course, the fellow who dreads the act of moving and fears the charges of the drayman thinks he makes good by renting early, and maybe does, but at the same time, he is a little late in the house yet for rent, and September is twenty days ahead yet." Truly there are two sides to the rental question.

Bowe & Son, Carnell & Son, Selden Taylor & Co., Richeson & Crutchfield, Peck & Bagby, Miller & Co., Gillman & Nash, Rose & Co., Amos & Co., Gibbons, Nuckolls Company and others report small sales, but large enough to keep the thing going. Among the sales they tell about were several farms near unto Richmond, one of two or three hundred or more miles out. Garrett & Co. sold for C. E. & J. B. Fink, of Maryland, the Irwin farm of 1,600 acres, located on the upper James. C. B. Evans was the buyer, and he paid for the land and the fine improvements thereon about \$10,000.

Zimmerman & Co. report sales closed during the past week amounting to \$21,000. These sales were as follows: Nos. 2320, 2322, 2224 West Main to W. J. Gilman for \$12,000; two farms near Laurel for \$7,000 to Upshur Creery and S. T. Parkinson, respectively, and Park Avenue and Elm Street corner to J. B. Kirk for \$12,000.

The holders of suburban property tell of some very fine sales in Ginter Park, Barton Heights, Highland Park, Forest Hill, and other suburbs, but they refuse to disclose the particulars, and the man of Richmond only take their word for the general fact.

One of the most prominent of the speculators said to the man of news yesterday: "We speculators are off the market for the present, but don't you forget that we will be back again, right before the frost comes." A bystander, who overheard this remark, said: "Yes, I hear the banks have arranged to loosen up just before the first frost." Put this and that together and make your own story.

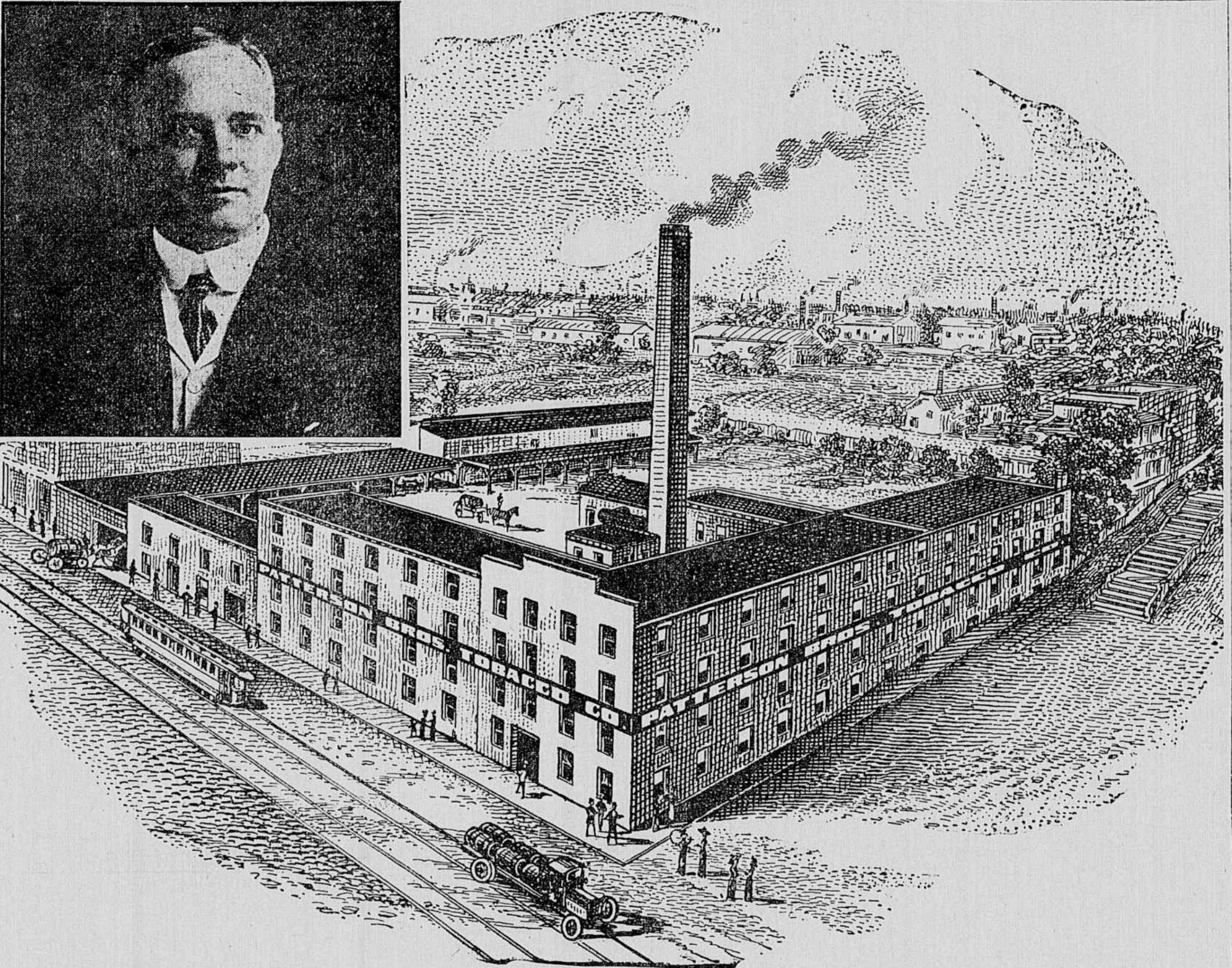
Bit of Sarcasm.  
The penalty of thrift is described by life as follows: "The man who gets capitalism abolished who is going to save any money? Thrift used to be a virtue until Uncle John Rockefeller and others overdid it. Now it is a crime. The man who is regarded as a miser and avaricious, who takes of one's fellows, for which men cannot yet be sent to jail, and which has to be punished by the newspapers, which discreditable to save anything. Nowdays when riches are so much criticized and the motor cars offer so pleasant an investment for ready money. Stocks are low; money is tight; public expenditure is enormous and taxation is pretty high and going higher. But never mind! The crops promise well, and the war expenditures in Europe won't last forever."

# The Times Dispatch

INDUSTRIAL SECTION

RICHMOND, VA., SUNDAY, AUGUST 10, 1913.

## RICHMOND'S NEWEST TOBACCO FACTORY



M. C. PATTERSON, PRESIDENT.

PATTERSON BROTHERS' TOBACCO COMPANY'S BIG, NEW FACTORY.

### GINSENG MARKET OVER IN HONGKONG

Handling of a Virginia Product  
by the Chinese—Some  
Big Figures.

A Hong Kong dispatch gives some interesting facts concerning the ginseng trade. It says: "There is considerable movement in the ginseng market of Hongkong, the clearing house for all China in the root, and some of the features of the situation are of peculiar interest. While considerable stocks of the root are on hand at present, prices are running high and the indications are that unless there is an over-supply of the root from the United States this summer, prices will be maintained indefinitely."

It is becoming more and more evident that sales of American ginseng in this market are being made upon a basis different from that obtaining in the past. Foreign firms which, in years past, have controlled most of the sales of American root, have had few or no consignments for some time. Apparently Chinese in the United States are buying up the American root and are consigning it to Chinese firms here. The change is not altogether a safe or satisfactory one.

"Several sales of considerable quantities of wild and cultivated ginseng by public auction were made, which indicate a better demand for the root than has been experienced for some time past. The sale of ginseng by public auction is quite a new thing in this market, but generally sales of this sort are with a reserve price. Large quantities of the various herbs, barks, roots and animal materials which go to make up the Chinese pharmacopoeia are received in Hongkong annually and are sold in this manner, and one leading foreign auction house makes a specialty of handling this class of goods."

At one of these sales of more or less damaged ginseng, various varieties of ginseng brought all the way from \$4 to \$140 gold a pound, wild ginseng from the west of China and Corea bringing the highest prices at all times, and in some of these sales reaching almost fabulous figures. At an auction sale last year a special lot of wild Korean ginseng sold at the rate of \$65 local currency a tael, or \$372.16 gold a pound—actually exceeding gold in value, weight for weight. It is a decidedly significant commentary upon the difficulty of gauging the value of ginseng and upon the extent of which sentiment, superstition or repulse enters into its value that at the same time auction sale, which was of goods more or less damaged, certain lots of undamaged goods from local ginseng merchants were sold at the damaged lot and brought prices far in advance of those at which local merchants had offered the same root in their shops without sale. "The high values given for ginseng in these sales are for specially sorted-

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### BRIEF NOTES FROM ALL OVER VIRGINIA

Industrial News of Various Kinds  
From the Sea to the  
Mountains.

The State of Virginia mined 7,546,635 short tons of coal in 1912, valued at \$7,518,578, an increase of nearly 1,000,000 tons over the production of 1911.

Business Manager E. L. McCollin, of the Chamber of Commerce of Norfolk, Va., announces the appointment as traffic manager of the association W. A. Cox, formerly general freight agent at Pittsburgh of the Western Maryland Railroad.

The Norfolk and Western Railway is doing much building in Roanoke. The proposed buildings going up and to go up are a steel wheel and axle shop to cost \$25,000, a steel truck shop to cost \$25,000, a steel erection shop to cost \$15,000, and other smaller shops to cost as much as \$15,000 more.

The Charlottesville and Albemarle Railway Company has purchased all of the necessary machinery, etc. to greatly enlarge its power plant.

The town of Rocky Mount, county seat of Franklin County, is expending \$50,000 in the installation of electric light, water and sewer systems.

The Albermarle Development Company has been incorporated and is already busy developing the new town of Albemarle on the Virginia and Seaboard Air Line Railways. C. S. Barrow is president, and D. T. Kennedy is secretary and treasurer.

The Millboro Lumber Company has been organized with \$50,000 of capital to do business at Millboro, Pennsylvania money and men are behind this big enterprise.

The Suffolk Herald of recent date says the merchants of Suffolk and the truckers along the Nansemond River propose to form a company to operate a steamboat line to Newport News, Hampton, Old Point, Portsmouth and Norfolk, and adds: "This is what is needed to accommodate the people and, without a doubt, would prove a paying venture. The water transportation facilities are entirely insufficient at the present time, with possibilities of none whatever in the future, and we deem it high time to have an independent line to be relied upon the entire year."

The town of Pocahontas, of about 5,000 inhabitants, has just laid about 3,000 square yards of brick paving and 900 yards of water-bound macadam, which completes the paving of the principal streets. About 800 feet of 12-inch storm sewer is to be laid immediately, and 400 feet of five-foot sidewalk, concrete, is being considered.

### DEMONSTRATION IN THE COUNTIES

Good Work That Has Been  
Done by the Agent in  
Bedford.

#### SPOTSYLVANIA HEARD FROM

More Corn Made in Bedford.  
Alfalfa Coming Money Crop  
in Spotsylvania.

Co-operative farm demonstration work is getting to be the leading subject for discussion in rural Virginia. Indeed, there was a good deal said about it in the political campaign that has just closed. All of this shows that the farmers are taking a more lively interest in it than ever before, and well they may, for if they properly support and encourage it the work will do great things for Old Virginia.

That they are disposed to aid and encourage the work more and more is evidenced by the fact that I am getting letters from various parts of the State urging me not to discontinue the reports of the county agents that have been published in these columns for several weeks past, or not until every county that has an agent and every one that wants one has been heard from. That suggests to me to invite communications from counties that have not an agent, and such of them as want one can have a hearing in this column.

Demonstration in Bedford County.  
W. F. Walker, agent for Bedford County, writes: "The work was commenced in Bedford County four years ago. At first very little interest was taken by the farmers, but since that time their interest has steadily increased, as some splendid results have been obtained with hay and corn."

A number of farmers have told me that before they did demonstration work, they could not make corn enough to feed their stock, and since that time have had plenty to feed and some to sell, and are also increasing their stock.

The average yield of demonstration corn in the county for 1912 was something over fifty-five bushels per acre, which was about three times the yield planted the old way.

The Boy's Corn Club work is creating a great deal of interest. They have some splendid acres in spite of the fact that the very heavy rainfall early in the season damaged some of their acres, but most of them planted over, and are still expecting good yields.

It is very interesting to see the boy's corn planted side by side with the fathers, and see his corn far surpass the old man's, as I have seen it do in a number of cases. One boy told me a few days ago

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### NORTH CAROLINA INDUSTRIAL BITS

Charlotte Has a Razor Factory.  
Big Crops Everywhere—Hills-  
boro Is Coming.

Secretary J. H. Warburton, of the Industrial Club of Salisbury, has called a meeting at Asheville, August 28-29, of the commercial secretaries of North Carolina for the purpose of forming a state organization.

The National Mica Co., of Franklin, has been incorporated with a capital stock of \$100,000 by Henry G. Robertson and Frank B. Benbow, of Franklin, and E. S. Shepherd, of Kalamazoo, Mich.

Charlotte's newest industry is a razor factory. The Observer says: "Charlotte people can now shave with a safety made in Charlotte. The Cole Manufacturing Company has just put an excellent make of safety razor on the market, and along with it strops for either Gillette or single edge blades. The safety turned out in Charlotte is not a cheap pattern like so many makes that have appeared on the market and disappeared, but it is a first-class affair."

The Mitchell County Chronicle says: "The farmers in this section of the county have just finished harvesting one of the finest, if not the finest, crop of grass in the history of the county. The grass crop generally is timely and free from weeds."

The Yanceyville Sentinel says: "Those who have traveled the Reidsville Road tell us that unusually fine crops may be seen all along the way. With the exception of two or three sections, crops are reported good throughout Caswell."

On its extension from Mt. Gilead to Charlotte, fifty-three miles, the Norfolk Southern Railroad has completed all grading and laid twenty-seven miles of track. It is expected that the track will be finished and the line open for service about October 1.

The Henderson Gold Leaf says: "From present indications this is going to be one of the most bountiful crop years that has been seen in Vance County, and this section of the State in a long time. This includes tobacco, cotton, corn and in fact about everything that grows on the farm."

The Reidsville Weekly says: "With a Keeley Institute man at the head of the internal revenue service, and Watts, of Watts Bill fame, and Bailey, of the Anti-Saloon League, as collectors in North Carolina, the moonshining tribe might as well quit the game."

The Sterling Construction Company with \$100,000 of capital stock, has been chartered and gone into business

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### NOTES OF TOBACCO; GLORIOUS CROPS

North Carolina Markets Opening  
Up on Primings—Sun-Cured  
Crops Very Fine.

Some of the North Carolina markets, including Winston-Salem and Durham, sold a few primings last week, and the local papers say they sold well. These same papers furnish the information that all of the tobacco growers who came to town to sell primings or for other purposes report a great crop on the hill. The seasons have been so far all that the farmers could ask for, and the weed has grown beautifully. Most of the reports are to the effect that the average is much larger than last year, and every one of the North Carolina markets are figuring on larger sales for the coming season than they had last tobacco year.

The Eastern North Carolina markets have been selling a good many primings, and next week all of the warehouses will be opened up for the sale of what they call down in that country the "stall cured" goods, that is to say the regular bright leaf.

So far I have heard of no sales, even of primings, on the Virginia markets, although there may have been a few. The fact is, the Virginia growers are not as particular about saving their primings as are the Carolina farmers. The Pittsylvania Tribune of last week quotes a prominent tobacco dealer as saying the farmers of Pittsylvania and Halifax Counties lose largely more than \$100,000 a year by their failure to save and cure the primings.

All the reports that have come in from the Virginia counties in which the sun cured stock is grown are, in the language of a local warehouseman, "cottony glorious." Good seasons have prevailed, and the dark weed has grown to perfection. It is now estimated that Richmond will handle 2,000,000 pounds more of the sun cured stock the coming season than was sold here last year.

The news from Southside Virginia where the dark, heavy shipping tobacco are raised, is to the effect that while the crops are very fine, the acreage has been materially reduced because of the "foreign monopoly" talk, and the deliveries of these goods will show a falling off next winter.

Worthy Recognition.  
It is a distinct compliment to the textile department of the State Agricultural and Mechanical College that it has been selected from among the best textile schools in the world as a station for the special experiments by the government in the grading of cotton. The experiments will be made to determine the amount of waste material in the nature of sand, leaf and direct in the cotton coming under the five full grades in government classification. Only a textile department equipped completely along modern lines could have been selected for this work. It is a recognition by the government of the North Carolina institution ranks among the best equipped textile schools of the country. Mr. Thomas Nelson, the professor of the textile industry of the college, and the people of North Carolina can afford to feel "set up" by this decision of the government authorities—Charlotte (N. C.) Observer.

Financial,  
Manufacturing,  
Real Estate

PRICE FIVE CENTS.

## PATTERSON FOLKS COMING BACK HOME

Old-Time Tobacco Concern  
Resumes Business  
in Same Old Bailiwick.

RICHMOND IS HOME  
OF BEST TOBACCOS

New Establishment That Adds  
About 500 People to the Big  
Pay Roll List—Local Men  
Put Up Money That  
Means Big Things  
to Richmond.

The tourists who come to Richmond—and thousands of them do every year—visit all of the places of historic interest, and there are very many such places hereabouts, and then naturally these tourists make inquiry about business. Nine out of ten of them will ask the guide to show them a tobacco factory, for no matter where the tourist comes from he knows that Richmond has from time immemorial been as famous as a tobacco manufacturing center as it ever was as the seat of old St. John's Church, where Patrick Henry made the flaming speech that set all the colonies on fire of rebellion against the English crown.

From the earliest days the tobacco manufacturing business has kept Richmond industrially and commercially famous, and in this line, as well as many others, Richmond has kept up with the times, for whenever anything new sprung up in the tobacco line Richmond was the first to catch on. In fact, most of the new things that have sprung up from time to time in tobacco manufacturing have their birth in this city, and so it is no wonder that all over the country, from California to Maine and from the Lakes to the Gulf, users of the weed are in the habit of asking the retailer if it was "made in Richmond."

Richmond's Prestige.  
At the close of the War Between the States, when everything in the South and especially in Virginia, was in a state of commercial and industrial chaos, Richmond's first efforts at a resumption of business was in the tobacco making line. Just then Dr. R. A. Patterson, a Confederate surgeon, concluded that making plug and smoking tobacco was likely to be a better paying business than rolling pills, and he established in the city on a small scale at first, a tobacco manufacturing business that became famous. The history of the Patterson concern became a large part of the commercial history of Richmond. Dr. Patterson originated brands of both chewing and smoking tobaccos that made Richmond famous. He early took his sons in the business and taught them all of the details of the trade. In the course of time the R. A. Patterson Tobacco Company became a part, and a very large part, of the American Tobacco Company, and when that gigantic corporation was dissolved by order of Uncle Sam the Patterson company was totally absorbed, and the then head of the concern became a leading officer of the American, and practically the Patterson business was removed from Richmond.

Came Back Home.  
However, the Pattersons were true Richmonders, and they could not long remain away. To make a long story short, they pulled out on the American, came back to Richmond, and the Patterson Brothers Tobacco Company, incorporated, was organized, and thus the old Patterson tobacco business, with all of its prestige and come back to Richmond, and come to stay.

The officers of the Patterson Bros. Tobacco Company, Inc., are: M. C. Patterson, president, vice-president of the American Tobacco Company, president; James T. Patterson, vice-president; John Landstreet, vice-president; Stanford Hutcheson, formerly president of the Chesapeake and Cheroot Company, vice-president and secretary; F. D. Mason, treasurer. The above, with A. W. Patterson, L. Z. Patterson, and others, form the directorate of the company. The firm has a cash capital of \$250,000.

The new company first bought out the Gordon Cheroot Company, manufacturers of the noted "Green Toilette" cheroots and other smoking goods of the cigar kind, and since early spring they have been pushing this branch of the business. They bought the big tobacco factory and adjoining grounds at Twenty-sixth and Main Streets, property known for years as the Cullingsworth tobacco factory. This old four-story building, which was remodelled and enlarged, its capacity being almost doubled, until now it has something over 100,000 square feet of floor space. The very latest machinery for the manufacture of cigars, cheroots and smoking tobacco has been installed, and to-day it is perhaps the most up-to-date factory of its kind in the United States. Later on, a cigar department will be added, and perhaps still later on a plug-chewing branch will be established, but for the present the company will give its entire attention to the manufacture of its brands of cheroots and cigars, and especially to the pipe smoking tobacco and of the business, for which they have a capacity of 10,000,000 pounds per annum. In the pipe smoking end of the gigantic factory, work was commenced last week, and by the middle of this week the Patterson company will have on the market two brands of smoking goods that are destined to become famous. They will be known as "Whip" and "Queed."

In the manufacture of this class of goods, as already intimated, Richmond has become famous, and old West and up in New England nothing goes with the pipe smokers like the "made in Richmond." No people have done more to make Richmond famous abroad than the Pattersons, for in a way they have made a new smoking tobacco "made in Richmond" very famous.

So successful have they been in this particular line, it may be said, that the Pattersons have built up the habit of pipe smoking in this country. Fifteen or twenty years ago there was not over one-third of the quantity of tobacco smoked in the pipe in this country as there is to-day. It is true that thousands, even millions, of pounds of granulated tobacco was smoked, but it was mainly in the factory-made and home-made cigarettes. Comparatively few smokers, possibly less than a third, used the fine-cured granulated tobacco in the pipe, because

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